

Message Text

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ACTION EB-07

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FM AMEMBASSY LONDON

TO SECSTATE WASHDC 8937

INFO AMEMBASSY BERN

AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

AMEMBASSY OTTAWA

AMEMBASSY PARIS

AMEMBASSY STOCKHOLM

AMEMBASSY THE HAGUE

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E.O. 11652: N/A

TAGS: EAIR, IATA, UK, FR, CA, GW

SUBJECT: CIVAIR - NORTH ATLANTIC FARES FOR EFFECT

APRIL 1, 1976

REF: STATE 33124

1. WE DISCUSSED NORTH ATLANTIC FARES SITUATION WITH
GEORGE BONNEY, CIVIL AVIATION AUTHORITY'S FARES EXPERT.
HE SAID HE TOO HAD HEARD RUMORS TO THE EFFECT THAT
CANADIANS MAY BE TRYING TO STRIKE BILATERAL DEALS IN
EUROPE TO APPLY IN OPEN RATE SITUATION IF IATA FAILS TO
REACH AGREEMENT ON FARES. ONE SUCH RUMOR, HE SAID, WAS
THAT AIR CANADA AND LUFTHANSA HAD REACHED UNDERSTANDING
THAT THEIR RESPECTIVE GOVERNMENTS WOULD APPROVE A SUPER-
APEX FARE OUT OF CANADA AND A VERY LOW GROUP FARE OUT
OF FRG. BONNEY SAID, HOWEVER, HE TREATS SUCH RUMORS
WITH CONSIDERABLE SKEPTICISM.

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2. WITHOUT PROMPTING ON OUR PART, BONNEY EXPRESSED SAME KIND OF CONCERNS ABOUT FARE BILATERALISM AS OUT-LINED PARA 4 REFTEL. AS PRACTICAL MATTER, HE SAID, IT "FEARFULLY DIFFICULT" FOR BILATERAL DEALS ON FARES TO WORK. IN HIS VIEW ANY INTERGOVERNMENTALLY CONCLUDED FARES UNDERSTANDING FOR NORTH ATLANTIC WOULD, AT MINIMUM, HAVE TO BE AGREED BY U.S., CANADA, UK, FRANCE AND FRG IF IT TO HAVE ANY CHANCE OF SUCCEEDING.

3. REGARDING UKG ATTITUDE TOWARD SO-CALLED SUPER-APEX FARE, BONNEY SAID BRITISH GOVERNMENT BELIEVES INDIVIDUALLY-TICKETED, ADVANCE PURCHASE TRAVEL ABOARD SCHEDULED SERVICE IS A PRODUCT FAR SUPERIOR TO ADVANCE PURCHASE CHARTER TRAVEL AND THEREFORE CAN AND SHOULD COMMAND A PRICE PREMIUM ABOVE ABC RATES.

MILLER

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Message Attributes

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